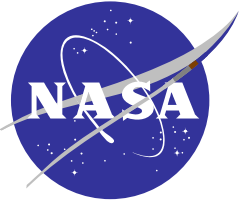


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# **NASA'S SMALL BUSINESS PROGRAM**

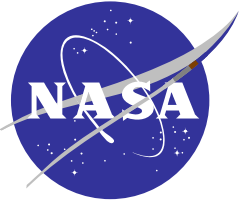
**PRESENTED BY**

**RALPH C. THOMAS III  
NASA ASSISTANT ADMINISTRATOR FOR SMALL  
AND DISADVANTAGED BUSINESS UTILIZATION  
WASHINGTON, D.C.**



# **NASA VISION FOR SPACE EXPLORATION**

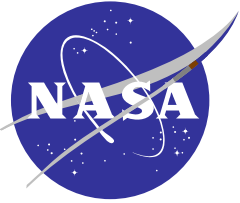
- RETURN TO FLIGHT
- COMPLETION OF THE INTERNATIONAL SPACE STATION
- BUILDING THE CREW EXPLORATION VEHICLE
- RETURN TO THE MOON – HUMAN AND ROBOTICS TECHNOLOGIES
- SENDING HUMANS TO MARS AND BEYOND



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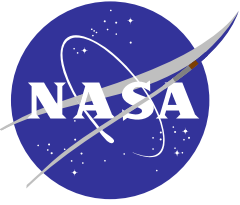
## **OSDBU STRATEGIC MISSION**

**TO PROVIDE EXPERTISE ON THE UTILIZATION OF  
INNOVATIVE SMALL BUSINESSES THAT CAN  
DELIVER TECHNICAL SOLUTIONS IN SUPPORT OF  
THE NASA'S VISION FOR SPACE EXPLORATION**



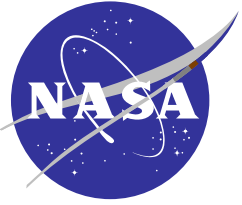
## **GOAL OF THE OSDBU**

**To fully integrate the best small businesses of all categories into NASA's competitive base of contractors, from which the agency regularly purchases goods and services, particularly in the high technology areas.**



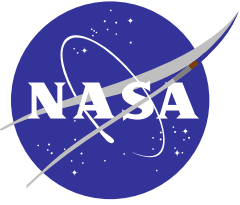
## **HIGH TECH DEFINITION**

“Research and/or development efforts that are within or advance the state of the art in a technology discipline and are performed primarily by professional engineers, scientists, and highly skilled and trained technicians or specialists.”



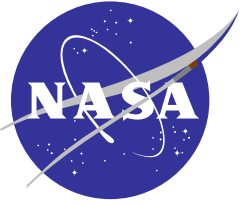
## HOW THE GOAL IS ACCOMPLISHED

- By increasing the **QUANTITY** of contract and subcontract dollars going to all categories of small businesses
- By sustaining the **QUALITY** of contracts and subcontracts going to all categories of small businesses
- By **INSTITUTIONALIZING** best practices for small and disadvantaged business utilization into existing NASA regulations, policies, and procedures



## **DRIVING PHILOSOPHY**

- Small businesses are our products.
- Buyers of goods and services within NASA, including major prime contractors and other large institutions are our customers.
- We are honing and grooming our “products” to make them marketable to our “customers” in the performance of the overall NASA mission.



## NASA TRAINING PROGRAM FOR SMALL BUSINESSES IN TECHNOLOGY

### BASIC Course

- Proposal Prep.
- Marketing
- Tech transfer
- Subcontracting
- Safety

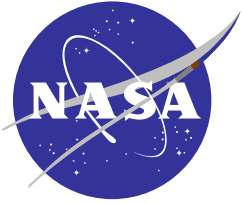


### ADVANCED Course

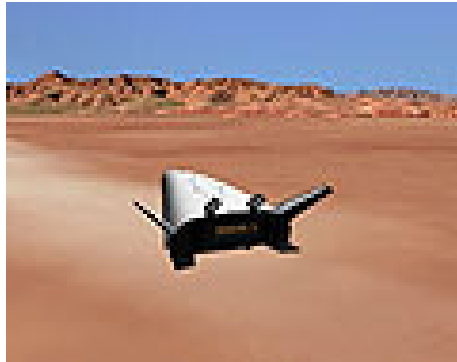
- Advance marketing techniques
- Financial Management
- Proposal Preparation

NASA's Small Business Training Program is designed for small businesses seeking to gain inside knowledge about doing business with NASA. The 3 day BASIC Course and 2 day Advanced Course provides that opportunity.





## **AERONAUTICS SMALL BUSINESS FORUM**



### Targeted Areas Sought:

- High Performance Super Computing
- Computational Fluid Dynamics
- Materials and Structures
- Guidance Navigation and Control
- Air Breathing Propulsion and Aerodynamics



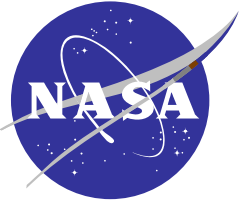
GLENN  
(216) 433-2786  
Mr. C. Silski



LANGLEY  
(757) 864-2456  
Mr. V. Vann



DRYDEN  
(661) 276-3343  
Mr. R. Medina



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# **SCIENCE FORUM FOR SMALL BUSINESSES**

## Targeted Areas:



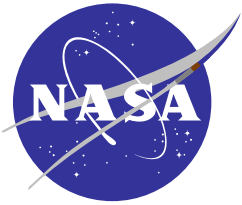
- Earth and Space Science Research & Applications
- Sensor and Instrument Technology
- Commercial Remote Sensing
- Spacecraft hardware
- Space and Ground Communications
- Lasers and LIDAR Systems
- Satellite Data Processing and Analysis
- Space Telecommunications

Goddard  
(301) 286-6336  
Mr. Pat Logan

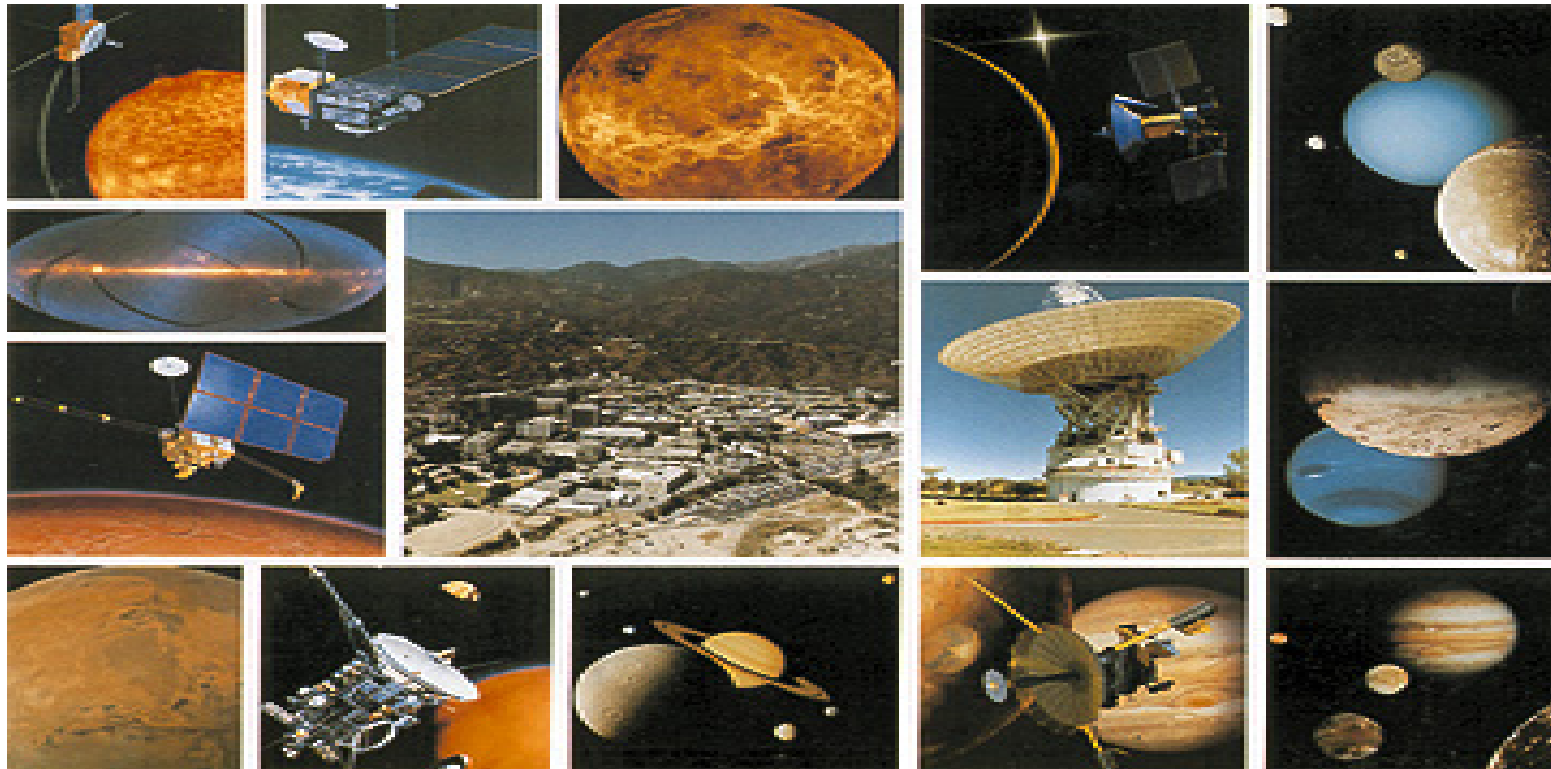
JPL  
(818) 354-2121  
Mr. Tom May

Ames  
(650) 604-6888  
Ms. Gail Woll

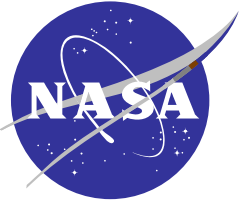




# Space Science Symposium for Small Business



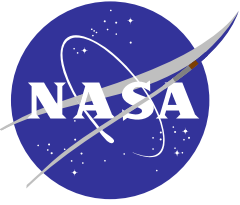
- A national program that illustrates NASA's future directions in the field of Science
- Presentations are conducted by senior NASA officials and experts in the science community
- Only initiative highlighting Science programs focused on the high tech small business community
- Announcement of opportunities, procurement initiatives, contracting and subcontracting



# NASA Mentor Protégé Program

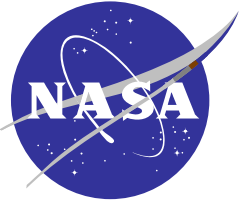
NASA's only formal technical and business development program in which a Mentor MUST have a prime contract with NASA and the Protégé MUST have a subcontract with the Mentor under an approved agreement by NASA's OSDBU.

NASA FAR Subpart 1819.72 –  
NASA Mentor Protégé Program  
[www.osdbu.nasa.gov](http://www.osdbu.nasa.gov)



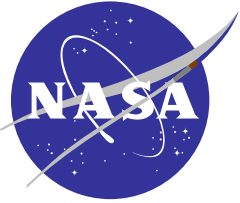
# CONFERENCES

- NASA/Jet Propulsion Laboratory High Tech Small Business Procurement Conference (1<sup>st</sup> Week in March: Los Angeles, California)
- NASA Small Business Solutions Conference, New York City, New York.
- NASA Field Center Small Business Conferences
- Other Non-NASA- Sponsored Conferences and Events



## PRINCIPLES OF EFFECTIVE TEAMING AGREEMENTS SEMINARS

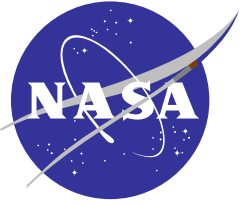




# **PUBLICATIONS**

**(AVAILABLE AT [WWW.OSDBU.NASA.GOV](http://WWW.OSDBU.NASA.GOV))**

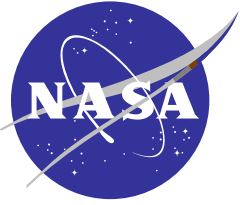
- ***“INFORMATION TECHNOLOGY GUIDE FOR SMALL BUSINESSES”***
- ***“WOMEN CONTRACTORS AT NASA”***
- ***“THE ROLE OF SMALL BUSINESSES IN NASA’S RETURN TO FLIGHT INITIATIVE”***
- ***“NASA’S LIST OF MAJOR PRIME CONTRACTORS”***



## **OTHER COMMUNICATION** **VEHICLES**

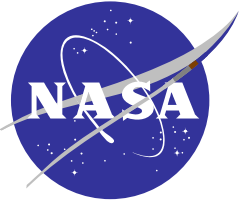
- NASA OSDBU NEWS BULLETIN
- NASA OSDBU INFORMATION BULLETIN
- NASA OSDBU PROCUREMENT BULLETIN
- NASA OSDBU LEGISLATIVE BULLETIN





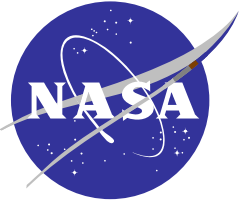
## **IN REACH INITIATIVES**

- ***THE BUSINESS CASE FOR SUPPLIER DIVERSITY***
- ***THE MINORITY BUSINESS AND ADVOCATES AWARDS PROGRAM***



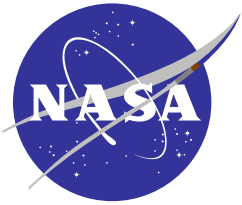
# **OVERSIGHT – INTERNAL AND EXTERNAL**

- **GOALING PROCESS**
- **PROCUREMENT MANAGEMENT SURVEYS**
- **NASA/OSDBU PRIME CONTRACTORS ROUNDTABLE**
- **NASA MINORITY BUSINESS RESOURCE ADVISORY COMMITTEE**

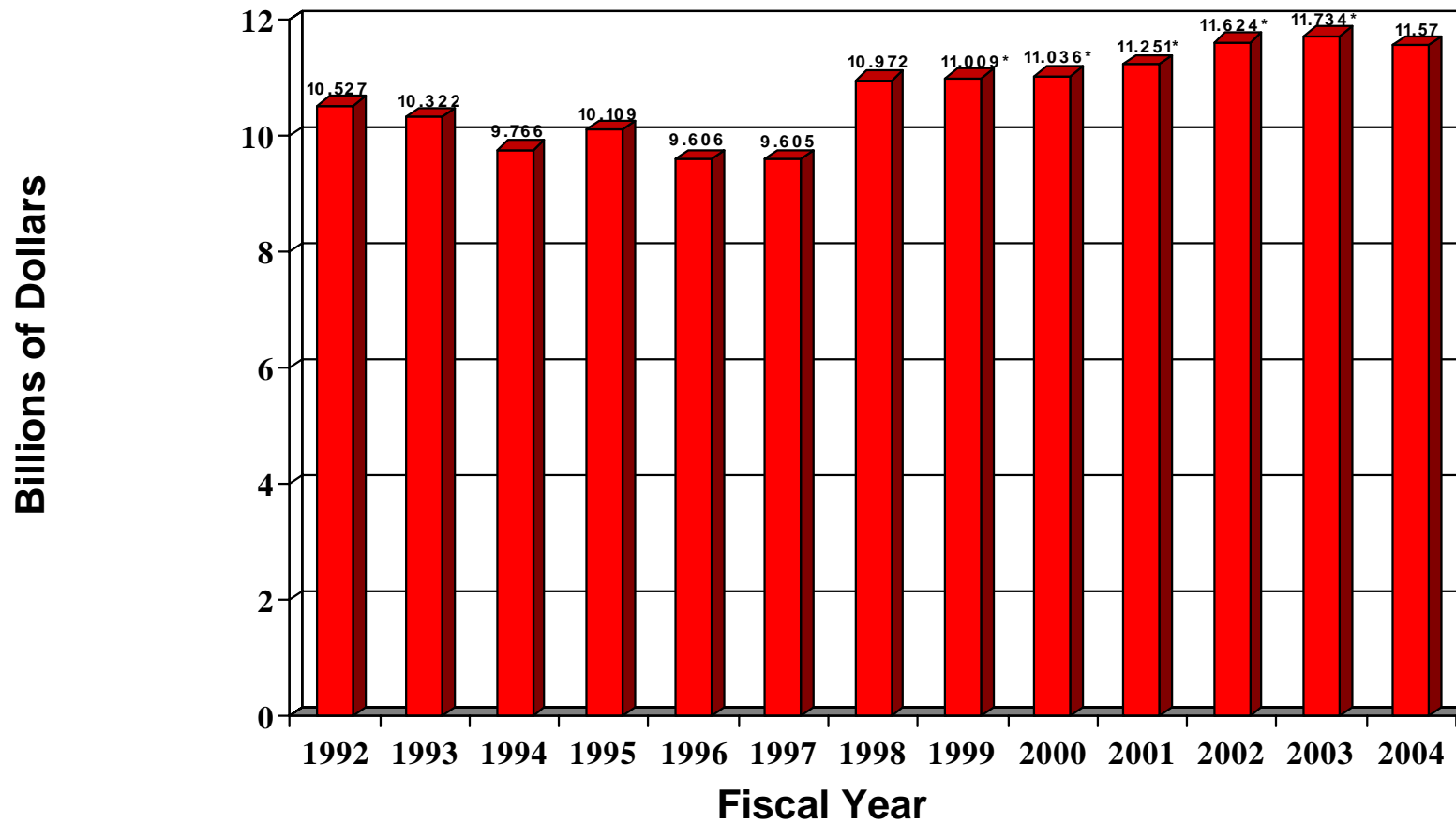


# ADVOCACY

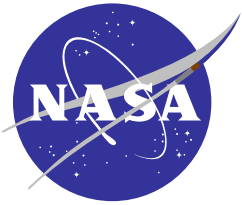
- REPRESENTATION ON SOURCE SELECTION BOARDS AND PANELS
- KEY PARTICIPATION IN ACQUISITION STRATEGY MEETINGS
- CRISIS INTERVENTION
- ENABLERS



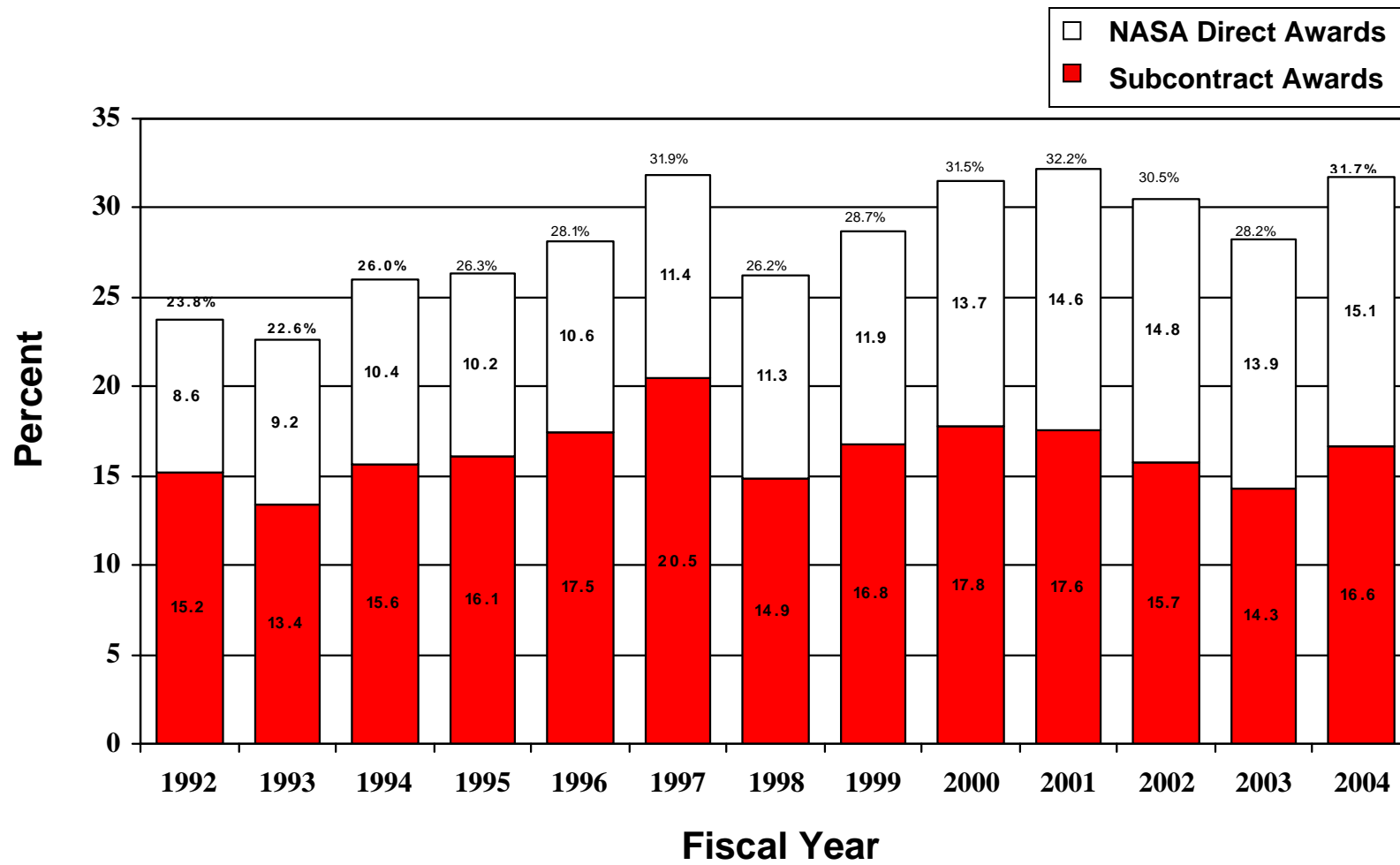
## Total NASA Awards to Business— FY 1992 to FY 2004

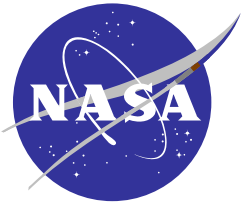


\*As reported by Federal Procurement Data Center under new guidelines,  
which include JPL in the business base.

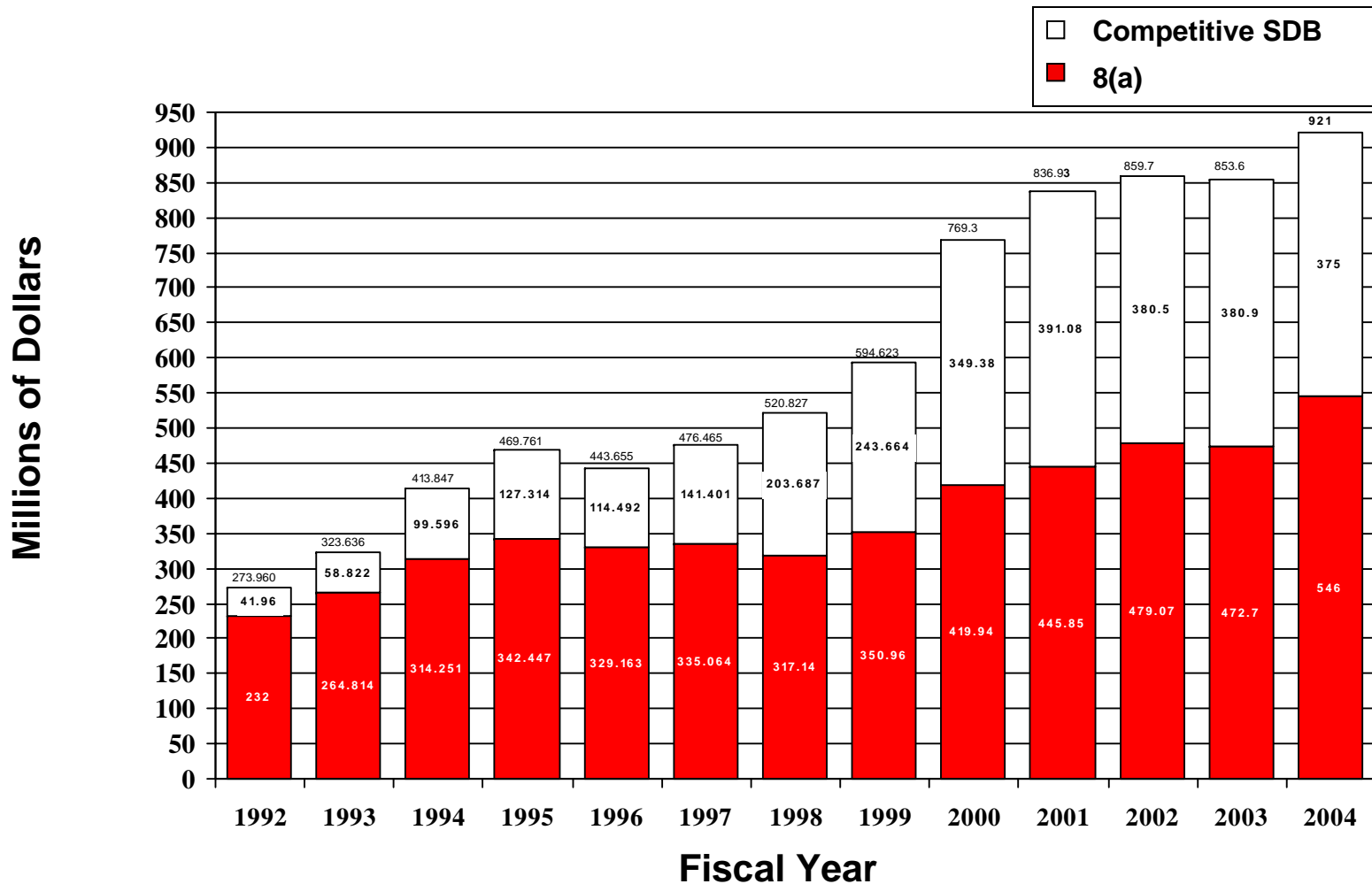


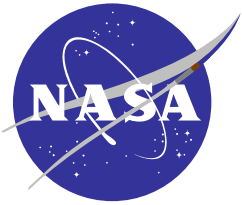
## Small Business Percent of Total NASA Dollar Awards





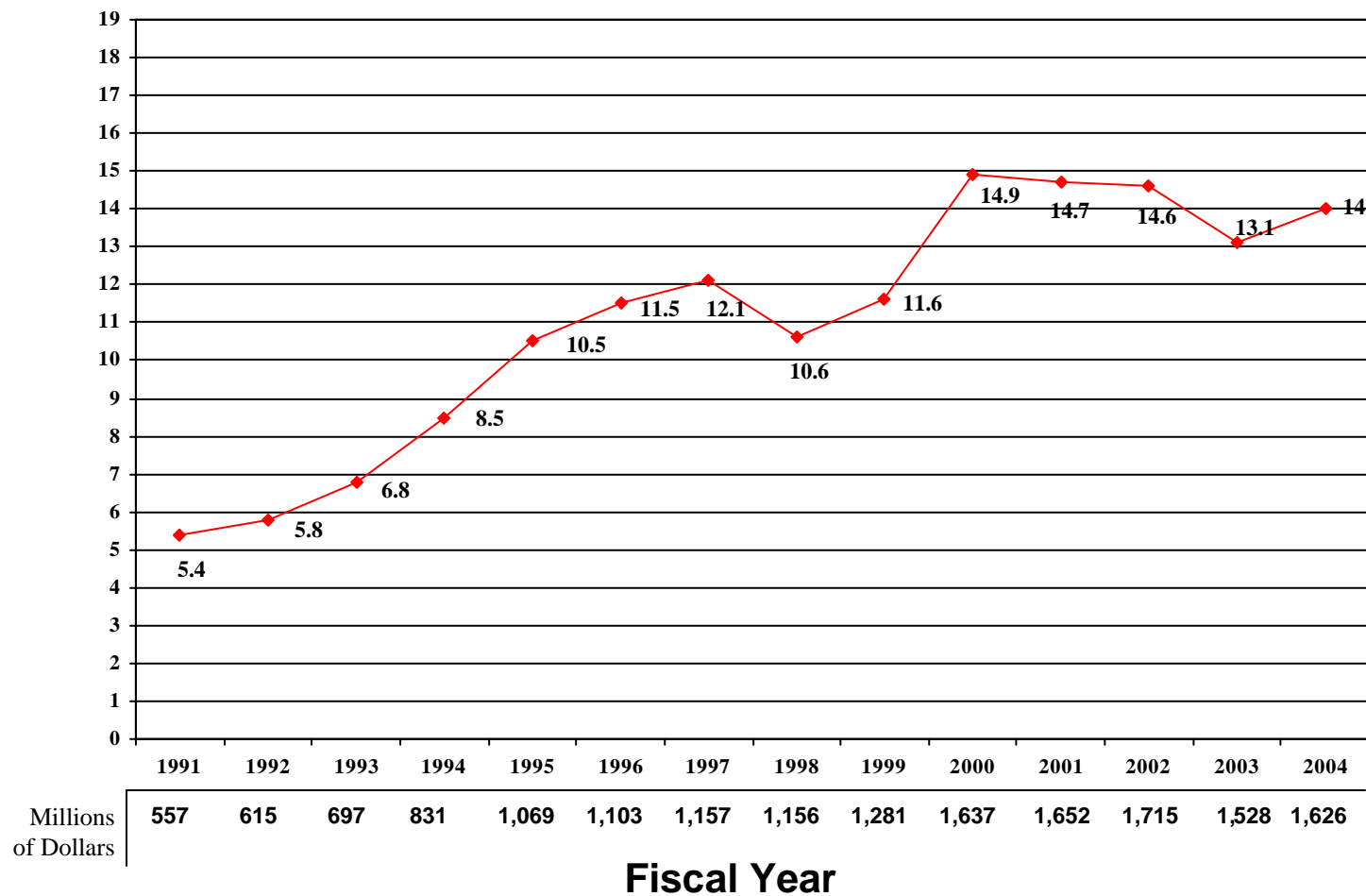
## NASA Minority Direct Awards and 8(a) Awards—FY 1992 to FY 2004

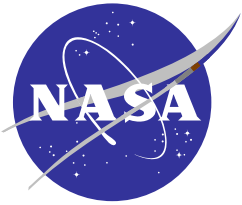




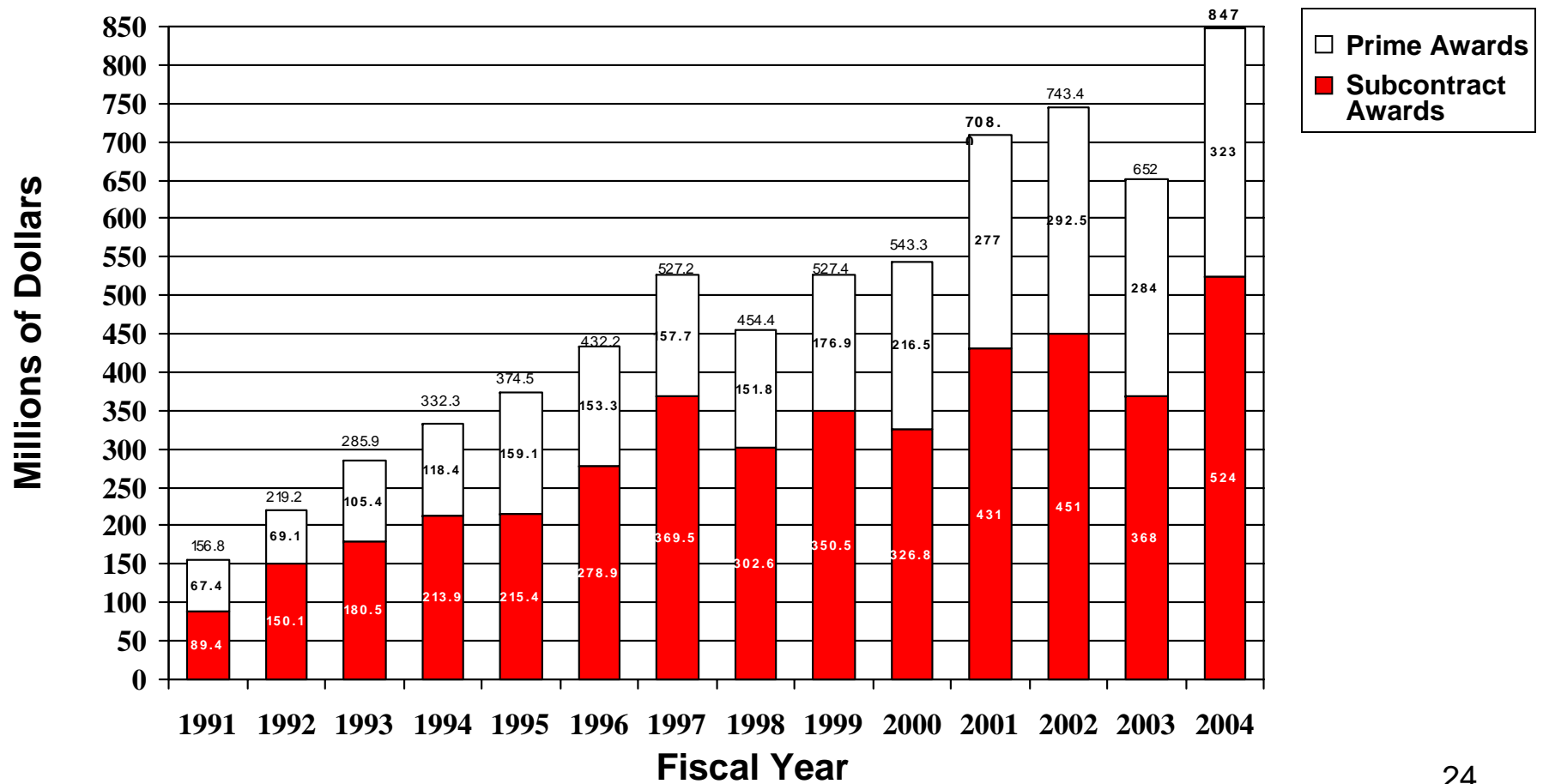
## Minority Small Disadvantaged Business Awards Fiscal Years 1991–2004 (\$ Millions)

Percent of Total Prime/Subcontractor \$  
Awarded to SDBs

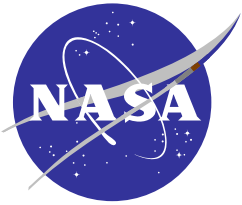




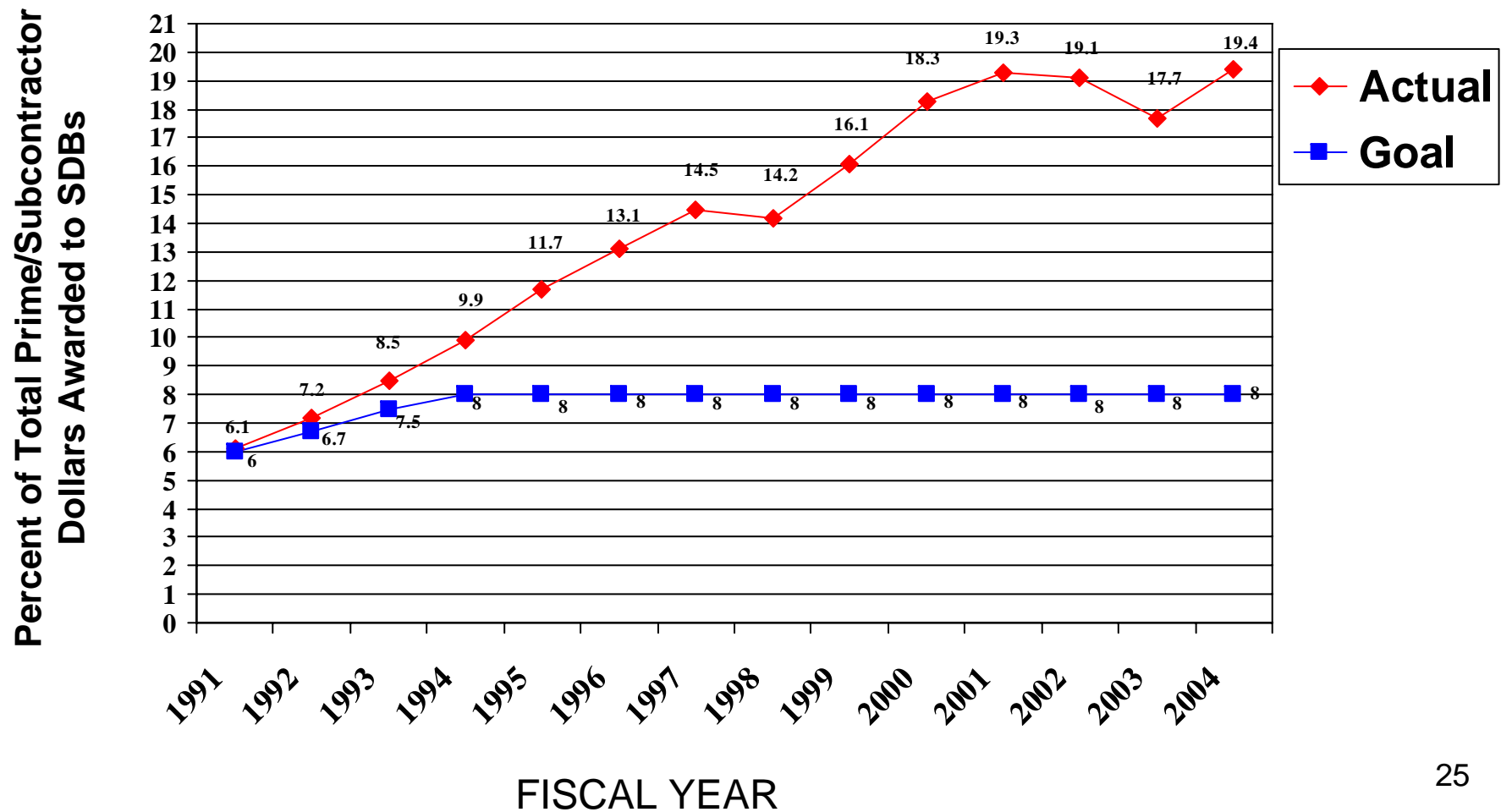
## Total NASA Awards to Women-Owned Small Business—FY 1991–FY 2004







## NASA'S 8% Small Disadvantaged Business Goal



## FY 2004 Accomplishments of Prime Contract Goals Negotiated with the Small Business Administration

(Dollars in Millions)

Small Business	Goal <sup>1</sup>	Actual <sup>2</sup>	% of Goal
Small Business	\$1,854 M 16.1%	\$1,753 M 15.1%	93.8%
Section 8(a) Business	\$424.4 M 3.69%	\$546.0 M 4.7%	127.4%
Small Disadvantaged Business [non-8(a)]	\$345.0 M 3.0%	\$375 M 3.2%	107%
Women-Owned Business <sup>3</sup>	\$575.0 M 5.0%	\$322.8 M 2.8%	56%

1. Dollar goals computed on percentage of awards based on \$11,500 million.
2. Total actual obligations in FY 2004 are equal to \$11, 570 million.
3. Non-negotiated goal with Small Business Administration.

# FY 2004 Accomplishments of Subcontract Goals Negotiated with the Small Business Administration

(Dollars in Millions)

Small Business	(1) Goal	(2) Actual	% of Goal
Small Business	<div> <div>\$2.2 M</div> <div>49%</div> </div>	<div> <div>\$1.9 M</div> <div>46%</div> </div>	94%
Small Disadvantaged Business	<div> <div>\$745 M</div> <div>21%</div> </div>	<div> <div>\$705 M</div> <div>17%</div> </div>	81%
Women-Owned Business	<div> <div>\$450 M</div> <div>10%</div> </div>	<div> <div>\$524 M</div> <div>13%</div> </div>	130%

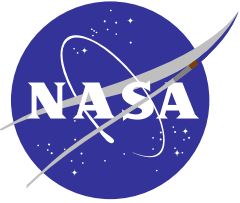
1. Dollar goals are computed as percentages of prime subcontracted dollars of \$4.5 billion.
2. Subcontracted actual obligations are equal to \$4,132 billion.

## FY 2004 Accomplishments of Prime and Subcontract Goals determined by the Small Business Administration (2)

(Dollars in Millions)

Small Business	Goal		Actual		% of Goal
Service Disabled Veteran Owned Small Business (SDVOSB)	\$	%	\$	%	%
Prime Awards	\$115	1.0%	\$64.7	0.56%	56%
Subcontract Awards	\$45	1.0%	\$39.8	\$0.97%	97%
Historically Underutilized Business Zone (HUBZone)					
Prime Awards	\$115	1.0%	\$39	0.33%	33%
Subcontract Awards	\$45	1.0%	\$57.4	1.4%	125%

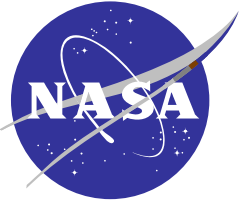
1. Goals are Computed as a Percentage of Total Contract awards of \$11,000 million for Direct Awards and as a percentage of subcontracted awards of \$4,132 million..
2. Non-negotiated Goals were determined by the Small Business Administration



# EXECUTIVE SUMMARY

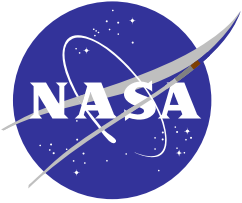
## (PROGRAMMATIC HIGHLIGHTS)

- Small, Minority, Women-Owned, HUBZone, Veteran-Owned and Service Disabled Veteran Owned Businesses participated in some of NASA's most high profile missions, particularly the successful **Return to Flight Mission**.
- In March 2005 NASA has awarded a contract with a potential value of up to \$205 million to SGT, Inc., a Maryland-based SDB aerospace contractor, to provide administrative and logistics services at Glenn Research Center in Ohio.
- In April 2004 the Boeing Company selected Space System Development, Inc. , an SDVOB in Colorado, to be a subcontractor on Phase One in the development of the new Crew Exploration Vehicle (CEV).
- In June 2005 NASA Ames Research Center gave five awards to the employees of a woman owned business, Bay Systems Consulting, of Oakland, California, for its outstanding support to NASA's most critical missions



## MAJOR ACCOLADES – FY 2004-FY 2005

- “Man of the Year,” *Minority Enterprise Advocate* Magazine
- “Frances Perkins Vanguard Award,” *U.S. Small Business Administration*
- “Top Government Agency for Multicultural Business Opportunities,” (Highest Rated Major Contracting Agency) *DiversityBusiness.Com*
- “Plaque of Appreciation,” *African American Chamber of Commerce*
- “Minority Business Advocate of the Year,” *Asian Enterprise* Magazine
- “Diversity Innovator Award,” *National Women’s Business Center*
- “Space Flight Awareness Award,” *NASA*



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## **FOR MORE INFORMATION:**

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Washington, DC 20546

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<[www.osdbu.nasa.gov](http://www.osdbu.nasa.gov)>